ALL HELD

MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

Extraction of New Basic Material for Domestic Tartaric Acid from Corn Syrup is Described in This Issue by a Government Technician

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Army's Fruit Bars

Sugar Scores Dextrose

Another Whipping Agent, from Milk

News

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THE

MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

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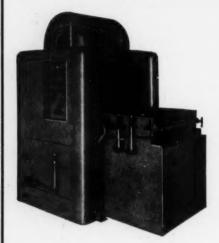
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Candy Distributors this year need the Candy Buyers' Directory more than ever before. Their letters to us over the past weeks has made this very clear. Greater demand for candy in the face of curtailed production, fewer lines, etc., makes it essential that Candy Buyers have the widest possible information on manufacturers, their addresses, their lines, and their policies.

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THIS unprecedented demand for the Candy Buyers' Directory affords manufacturers a fine opportunity for the highest type of sales promotion and unselfish, all-industry service.

We know—you are probably oversold, you have called in your salesmen, you don't want any more business, you are not looking for new accounts, you could ship twice as much candy as you can make, etc., etc.

CONCEDED. Yet, your candy distributors need your help. In times when candy was abundant beyond demand, they helped you move your production. They will do so again in the future—if you now help them keep the candy distribution system working even though your own firm may not be able to sell them.

And if you can sell them—this is the finest opportunity you will ever have for getting distribution. But the Candy Buyers must know who you are, where you are, and what you have. That is where the Candy Buyers' Directory comes in.

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The Directory covers it.

Think of the Department Store market!

The Directory covers it.

Think of the Candy Jobber market! The Directory covers it.

Think of the Chain Store market! The Directory covers it.

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Early space reservations will assure you best position under the candy classification most important to you. The new edition of the Candy Buyers' Directory will be issued just as fast as possible. Listing of firms under various candy classifications will reflect manufacturers' policies with reference to lines, etc. Get aboard!

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"Fancy Packages" (Editorial)

n the report on the Confectionery Industry recently made public by the Women's Bureau of the U. S. Department of Labor, there appears a statement which indicates a very curious state of affairs in our industry. In attempting to secure certain labor data from the industry on the basis of type of packaging, the Bureau apparently had some difficulty. The report states: "Differences of opinion existed in the trade with regard to the term 'fancy pack', as compared with 'plain pack'. While some manufacturers stated that fancy-package goods was all candy packed for retail with special reference to the niceties of packing and box, others claimed it had to retail for a dollar or more per pound before it could be designated as 'fancy-package goods.'"

This is indeed an odd thing. Here we have all gone along for years thinking everyone had a clear-cut conception of what constitutes a "fancy" package and what constitutes a "plain" package. Yet there are two decidedly different points of view on the entire matter.

For the sake of those who claim a "fancy package" must contain candy retailing at a dollar or more a pound, we cite the "M.C. Packaging Clinic" experience over a period of five years. In the Packaging Clinic meetings the Clinic Board sees everything from penny items to dollar-per-pound, two-dollar-per-pound, and even three-dollar-per-pound candies. We have seen bulk goods, unpackaged, and packaged bulk goods. We have seen candy selling for as low as 19 cents per pound that was definitely in the "fancy package" class. Whence this arbitrary idea that candy must sell for a dollar per pound or more to classify as "fancy package goods?"

In this connection it might be well to reclassify the groups under which monthly candy sales are reported to the Bureau of Census. Recently we had occasion to furnish some figures on bulk and bar goods to an advertising agency. In view of the present trend toward packaging of bulk goods, where are the sales of packaged bulk goods being reported? Is this figure being lumped under the general bracket of "bulk candies," or do manufacturers break down their figures so that the packaged bulk goods is listed under plain package goods or fancy goods? It seems likely that a reporting firm's policy covering such breakdown will have a lot to do with the results that are shown on the pie-chart graph showing distribution of candy sales by price and type. How will a clear-cut attitude on bulk candy and packaged bulk candy affect the final annual figures on bulk candy sales by comparison with bar goods?

Figures on fancy package goods sales for 1941 show only 1.1% of the total of all candy sales. Plain packages, on the other hand, account for 10.2c% of total candy sales. Where is the line drawn between the two types of packages? Upon what do you differentiate between the two? Certainly, the conception that candy must sell for a dollar or more per pound to classify as "fancy package goods" is both naive and interesting. Is this conception widely held? Is it peculiar to certain localities? What is its origin? Which came first, the "fancy package," or the dollar-per-pound candy? When does a package cease to be "fancy" and become just "plain"? Or vice versa? Who says so?

Here's an intriguing problem with which to while away your time while you worry about sugar, chocolate, and other supplies which threaten to cut down production next year.



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Concentrated Seedless Pure Fruit Pulp

Nothing compares with the real fruit for imparting the rich, delicious flavor of ripe raspberries to your candies.

For years, BLANKE-BAER Concentrated Seedless Raspberry Puree has set the standard for the fine confectionery made by America's outstanding manufacturers. This year's new-crop Raspberry Puree maintains all the quality characteristics that have made BLANKE - BAER Purees first choice among discriminating candy makers.

Especially fine for de luxe Chocolate Creams.

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Extract & Preserving Company

St. Louis

Missouri

5-Ketogluconic Acid

Potential Source of Tartaric Acid

by LEWIS B. LOCKWOOD

Fermentation Division. Northern Regional Research Laboratory* U. S. Dept. of Agriculture

lartaric acid, which finds extensive use in the confectionery and soft drink industries, has for years been derived from tartrates imported from Europe, principally from France, where they are obtained as by-products of the wine industry. Little tartaric acid, as such, has been imported into the United States, but considerable quantities have been received in the forms of wine lees and argols. Wine lees represent the sediment which collects on the bottom of the wine cask during the fermentation of the wine. Usually 20 to 35 percent of this material is potassium acid tartrate (cream of tartar) and twenty percent is calcium tartrate. Argols are similar to wine lees in origin, but certain 50 to 85 percent potassium acid tartrate, and six to twelve percent calcium tartrate. The reduction in imports of argols, after the elimination of the French supply from American markets, is indicated by data published by the Oil, Paint and Drug Reporter (140, 45, 1941), which shows imports of argols of 31,745,000 lbs. in 1938, 17,370,200 lbs. in 1939, and 23,-895,700 lbs. in 1940. For the first nine months of 1941 imports were 19,935,274 lbs. (Foreign Commerce Weekly, 121, 21, 1941). Since August 28, 1939, the price of tartaric acid (U.S.P.) in large lots (more than 10,000 lbs.) has risen from 27.25 cents per pound to 71.5 cents per pound (Oil, Paint and Drug Reporter, 136, 7, 1939 and 141, 9, 1942). Consequently, any new cheap source of supply of tartaric acid is of great interest to the confectioner.



Dr. Lewis B. Lockwood, Associate Microbiologist of the Fermentation Division, Northern Regional Research Lab., U. S. Dept. of Agriculture, working at the fer-menting vats and rotating drums.

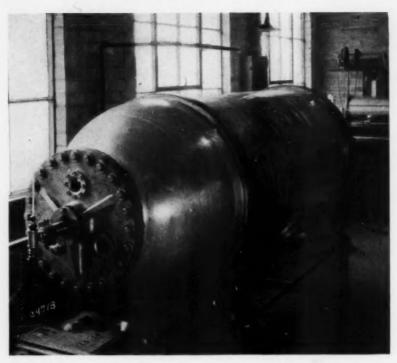
It has been known for many years that tartaric acid could be produced from carbohydrate materials, either by chemical conversion or by biological processes, although in extremely small yields. Large scale chemical conversion of carbohydrates to tartaric acid has not been reported. However, the chemical oxidation of 5-ketogluconic acid, one of the possible intermediates in the conversion of glucose to tartaric acid, can be accomplished with about sixty percent yield and may prove to be industrially feasible. 5-Ketogluconic acid can be produced from glucose in two ways, by chemical oxidation, by biological oxidation by certain species of bacteria. The chemical oxidation of glucose to 5-ketogluconic acid results in a complex mixture of products in which 5-ketogluconic acid is present in relatively small quantity. The bacterial production of 5-ketogluconic acid, discovered more than fifty years ago by Boutroux, but only recently developed to the point of industrial feasibility (Ind. Eng. Chem. 32, 1626, 1940), gives yields as great as ninety percent of theory. Only minor quantities of other products appear in the fermentation liquors.

as with nitric acid or bromine, and

The Bureau of Agricultural Chemistry and Engineering, United States Department of Agriculture, as a part of its comprehensive program on the investigation of fermentation processes, undertook research directed toward the production of 5-ketoglu-conic acid. The ability to produce 5-ketogluconic acid from glucose is widespread among the vinegar bacteria, and since some differences in the activities of various strains of bacteria have been reported, the selection of a suitable strain of organism is very important. With this specificity in mind, a strain of Acetobacter suboxydans was used as the fermenting organism.

The fermentation occurs in two successive steps: first, the oxidation of glucose to gluconic acid, and second, the oxidation of gluconic acid to 5-ketogluconic acid. Since bacterial multiplication occurs only during the first of these phases, it is necessary to build up during this time

*The Northern Regional Research Laboratory is one of four regional laboratories authorized by Congress in the Agricultural Adjustment Act of 1938 for the purpose of conducting research to develop new uses and outlets for agricultural commodities. These laboratories are administered by the Bureau of Agricultural Chemistry and Engineering of the U. S. Department of Agriculture.



Rotating drum fermenter used by the Fermentation division of the Northern Regional Research Laboratory in their experimental work on the production of 5-ketogluconic acid.

a supply of active bacteria capable of completing the second oxidation. The nutrient requirements for the accumulation of a suitable bacterial population can be easily met by the incorporation into the mash of one half of one percent of concentrated corn steeping liquor (a byproduct of the corn processing industry). The sensitivity of the organism to acidity corresponding to pH 3.8 necessitates the addition of a neutralizing agent to the fermentation mash. Calcium carbonate is ideal for this purpose as it can be added in excess without making the solution too alkaline, and the liberated calcium ions can combine with the 5-ketogluconic acid to form the relatively insoluble cal-cium 5-ketogluconate. The latter can be recovered easily from the mash.

Considerable heat is released during the fermentation reaction, and if the reaction vessel is not cooled there may be a rise of about ten degrees Centigrade in the temperature of the liquor during the first phase of the fermentation. The second phase of the reaction is usually unsatisfactory if the temperature during the first phase exceeds thirty-two degrees Centigrade.

Both phases of the fermentation are simple oxidative reactions of strongly aerobic type, and, as such, are aided by increase in the tension of oxygen. Several methods may be used, either singly, or in combination, for increasing the oxygen tension within the mash. Thus, vigorous aeration and agitation, and operation at super-atmospheric pressures are effective in promoting a rapid, efficient fermentation. A working gauge pressure of about 30 lbs. per sq. in. and an air flow of at least 400 cc. per liter of culture medium per minute have been found to be satisfactory.

Fermentation periods for 10 percent glucose solutions vary from 25 to 75 hours, depending on the conditions of nutrition, temperature, and oxygen tension, and especially on the choice of fermenting organism employed.

The 5-ketogluconic acid is easily recovered as its calcium salt by filtration. A single recrystallization performed by dissolving the crude calcium 5-ketogluconate in dilute hydrochloric acid and precipitating by the addition of dilute ammonia gives a high purity crystalline product.

A method for the oxidation of calcium 5-ketogluconate to tartaric acid with nitric acid in the presence of a sodium orthovanadate catalyst has been described by Barch (J. Am. Chem. Soc. 53: 3653, 1933).

More recently, Pasternack and Brown (U. S. Patent No. 2,197,021) have described a process for the conversion of calcium 5-ketogluconate to d-tartaric acid. In this process the soluble potassium salt of 5-ketogluconic acid is formed and finely dispersed oxygen-containing gas is bubbled through its solution. A catalyst such as vanadium pentoxide or manganese dioxide may be added. The reaction time is about four to eight hours.

The fermentation process described above, based on native, cheap, and abundant raw materials, is a practical method of producing 5-keto-gluconic acid, a potential intermediate in the manufacture of the industrially important d-tartaric acid.

Achorn, NECCO Vice President, Retires

H. C. Achorn, vice president of the New England Confectionery Co., Cambridge, Mass., has retired because of ill health. Mr. Achorn has been associated with Necco since the company was formed, having started in the confectionery business over 40 years ago with Fobes, Hayward & Co., one of the firms acquired by Necco. Mr. Achorn was in charge of production.

Dollar Sales of Candy Up 43 Per cent

An increase of 43% in dollar volume for July 1942 compared with July 1941 was reported by manufacturers of candy and competitive chocolate products according to the Bureau of Census. The gain for July was the largest recorded in the history of this survey for any month on the basis of a comparison with the same month of the previous year. Between June and July of this year sales increased 5% in contrast to the usual seasonal decrease between these months. Dollar volume for the first seven months. of 1942 was up 32% over the corresponding period last year. Quantity (poundage) of candy and competitive chocolate products was 18% greater in July '42 than July '41, although the sales increase recorded for this period amounted to 42%. average price per pound (18.5c) in July '42, rose slightly over the price (18.2c) for the previous month. Compared with July '41, the average price per pound in July '42 was 3.2c higher.

Labor Conditions In The Chocolate Industry

by O. F. LIST

Editor
THE MANUFACTURING CONFECTIONER

Women's Bureau of U. S. Labor Department reports findings on wages and hours and working conditions in chocolate plants

ast month there was reported in these pages an analysis of the findings of the Women's Bureau of the United States Department of Labor, from the labor survey of the confectionery industry made by this bureau last year. It was the first comprehensive survey of this kind in 22 years covering the confectionery industry. Supplementary to the candy industry survey, a similar study was made of the chocolate and cocoa products industry.

This report summarizes the data collected in 20 chocolate and cocoa manufacturing plants, with 7,975 employees. It represents almost complete coverage, and only those plants were covered in which chocolate and cocoa products (chocolate, chocolate coatings and syrups, solid chocolate, cocoa butter and cocoa) comprise the major output.

Over a half of the plants and four-fifths of the workers employed in the manufacture of chocolate and cocoa products are in Pennsylvania and New York alone. Only four states besides these were visited by field agents of the Women's Bureau: Massachusetts, New Jersey, California and Illinois. Four plants alone in the entire industry claim almost four-fifths of the workers.

In order to secure the data (wages and hours) in which the Bureau was principally interested, a pay roll for one representative week in March 1941 was transcribed from actual records in each plant visited. March was chosen as the period in which to record representative pay-roll information because under normal circumstances it is neither the peak, nor the most slack month.

The manufacture of chocolate is not subject to seasonality to the same extent as candy, but there is a greater seasonality in some states than in others. Because of this seasonal factor, the Women's Bureau field agents recorded, in addition to wages and hours in a week in 1941, the number of weeks worked and the total earnings of all persons who were employed in the 20 plants surveyed at any time in the calendar year 1940. These data were obtained from Social Security records and show to what extent the fluctuation of employment in the chocolate and cocoa industry affects total earnings in the year.

Chocolate and cocoa products manufacture is primarily a man's work. In the nearly 100 percent survey of employees in this industry, almost seven in 10 of the workers were men. This is due in large part to speciali-

zation of long standing and the degree of heavy work involved in the most important processes through which the raw and partly processed materials must pass. Much of the processing is machine work supervised and attended by skilled male help. Packing and wrapping, clerical work, box department work, and nut packing, sorting and blanching are done by women. The employees in all other occupations in the chocolate and cocoa plants are largely men.

Methods of Pay

Most chocolate and cocoa workers are paid on a straight time basis. The majority have an hourly rate, but some, such as the clerical staff, the foremen, the foreladies, and often the roasters also, are paid by the week or month. The straight time rate is not so common among the women as the men: only 70 in 100 of the women covered (in contrast to 92 in 100 of the men) are paid in this manner. That is because three-fifths of the women are packers and wrappers, and almost half of these workers are paid on other bases-by the piece, a combination of time and piece, or a time rate with production bonus. Practically three-fourths of the men packers and wrappers, however, worked on a straight time basis in the week recorded. Most of the remaining one-fourth were paid on a combination rate rather than a straight piece rate. Less than 1 percent of the men, but 8 percent of the women-almost all of them packers and wrappers, were wholly on a piece-work basis.

Whereas almost no women but packers and wrappers were paid on anything but a straight time basis, as many as 12 percent of the chocolate- and cocoa-machine operators and 17 percent of the shipping employees, all men, were paid in other ways, chiefly the combination of a time rate with a production bonus, or both a time and piece rate.

Hourly Earnings In Various Occupations

Average hourly earnings are available for 7,907 of all employees scheduled. The women's average is 48.8 cents per hour, 18.4 cents less than the average for men, which was 66.7 cents. Highest wages reported are those of the foremen and the male clerical workers, who average respectively 84.9c and 80.6c. The women who perform miscellaneous plant labor earned the least in the week

scheduled, only 41.7c. Every occupation among the men, skilled and unskilled, averaged more per hour than any group among the women except office workers; and even women office workers averaged less than any group of men but the laborers and the men with more than one occupation, whose earnings are about 2c per hour below those of women clerks.

Between the highest and the lowest averages among the men's occupations, there is a difference of 30.4c, whereas the difference between the high and low for women is only half as much. In fact, there is little difference in average earnings among the women no matter what their occupation. Between the highest-paid productive job for women, machine packing of cocoa and syrup, and miscellaneous plant labor commanding the least, there was only a difference of 7.2c in the March week scheduled. As 6 in 10 of the women are packers and wrappers, it is interesting that the machine workers appear to earn slightly more than the hand workers. This is true of the men also. Though the differences in average earnings are greater between men's occupations than between women's, the cocoa bean roasters, who are the most skilled workers in the production ends of the industry, average 72.2c hourly, which is only 13.1c more than the men who are hand packers and wrappers, a group requiring little, if any, skill or experience.

In a number of occupational groups in which both men and women are employed in sufficient numbers for comparison of earnings, the men average more than the women in each group, the difference ranging from 11.6c in the case of cocoa and syrup machine packers, to 30.5c in the case of foreman and foreladies. The hourly averages for the two sexes and the occupational groups do not tell the complete story, however. If the employees are distributed according to actual earnings grouped in 5c intervals, this distribution shows that whereas about 75 in 100 of the men scheduled in the sample week earned 60c or more an hour, only 7 in 100 women earned this much. In contrast, 70 in 100 women, as against only 8 in 100 men, did not average so much as 50c. Few men and women earned less than 40c.

Greater variation is apparent between the earnings in the different occupational groups when the employees are distributed according to earnings. Among the women productive workers, for instance, more than two-fifths of the machine packers of cocoa and syrup earned at least 50c, whereas all nut packers, sorters and blanchers earned less than 50c. Yet the average hourly earnings of these two groups differ only 2.1c. This is because not one of the employees scheduled in the latter occupation, but 12% of the machine packers of cocoa and syrup, averaged less than 40c. The women machine and hand packers and wrappers (other than cocoa and syrup packers) and the office workers show the widest dispersion of earnings. These three are the only groups in which some women earned less than 35c, and in two of the three, some women earned at least 70c.

Practically 9 in 10 of the men machine packers and wrappers compared with only 6 in 10 of those who did such work by hand, earned 60c or more. Further, it is apparent from more detailed data available that 30 percent of the men office workers as against only 16 percent of the foremen, averaged \$1 or more an hour, but that a larger proportion of foremen than office workers 89% in contrast to 61%, earned at least 70c.

Effect of Locality on Pay

Locality has less importance on the average hourly earnings of chocolate and cocoa workers than have the factors of sex and occupation. The differences among the states in average wages are, however, significant enough to warrant some attention. For the purpose of comparing average hourly earnings in the six states represented in the survey, the averages of the wage earners only have been used. This group, amounting to 96% of all workers scheduled, regularly excludes foremen and foreladies, clerical workers, truck drivers, and delivery and box department employees, but includes, besides the productive workers, such non-productive workers as the shipping, maintenance and service employees. California had the highest average hourly earnings for men and New Jersey for women, 74c and 52c respectively. Of the states visited by field agents of the Women's Bureau, Illinois paid the least, 56c to men and 36c to women. Among the men and women, therefore, there was a difference of 18c and 16c respectively, in average hourly wage between the highest paying and lowest paying state. It should be noted that within each state except New Jersey, the difference between the sexes in average earnings is approximately as much as the difference between states.

When the employees are distributed according to their actual earnings, it is apparent that whereas all women scheduled in Massachusetts and practically all in Illinois earned less than 50c well over 7 in 10 of the women in California, and over 5 in 10 of those in New Jersey earned at least 70c. In New Jersey, as many as two-fifths of the men earned less than 50c, though in all states together, well under one-tenth earned so little.

Earnings in Union And Non-Union Plants

Of the 20 chocolate and cocoa establishments surveyed, eight, employing 70 in 100 of all the wage earners reported in this connection, have collective bargaining agreements with the majority of their factory employees through an AFL union. In general, the organized plants pay somewhat higher wages than the unorganized. It is interesting that three of the four largest plants in the industry, employing more than 900 workers each, are not unionized.

Hours Worked by Chocolate Employees

All the workers especially the women in chocolate and cocoa plants have relatively short workweeks. Almost 8 in every 10 of the 7,907 workers for whom data was obtained were employed 40 hours or less in the March week recorded. This is true of a little over 7 in every 10 men, but of 9 in 10 women. Somewhat more women worked less than 40 hours than worked just 40, but among the men 2½ times as many worked 40 hours as were employed less than 40 hours.

There are marked differences between the occupational groups in the hours they were employed in the week surveyed. For example, proportions considerably larger than average of the foreladies and of the women miscellaneous plant laborers worked over 40 hours. In the case of men, the foremen, cocoa bean roasters, employees who worked on more than one productive job, and especially the truck drivers and delivery employees tended to work long hours.

(Turn to page 28, please)

Development of Fruit Bar For Army's Type K Ration

by W. V. CRUESS and J. La MOGLIA

Div. of Fruit Products
U. of California College of Agriculture

or the past year and a half, this Division at the University has experimented on the preparation of fruit bars for possible inclusion in Army emergency field rations such as the present Type K ration. In order to provide a maximum of fruit the usual candy ingredients such as fondant, chocolate, caramel, etc., should be omitted. As nuts soon rancidify, it appears necessary

to omit them also.

Dried fruits are the most convenient and easily used available fruit products for making such a fruit bar. A bar of fairly tart flavor seems to be preferred by the Army. Unfortunately most dried fruits (raisins more or less excepted) become hard and more or less concretelike when bone dry. In Libya they soon become bone dry! Hence, we have found it advisable either to add some honey or invert sugar syrup or glycerine to the mixed ground dried fruit in order that the bar will not become so hard when dry that it cannot be eaten. It must not freeze up to a pavement-like consistency at 0°F., as ski troops may wish to use it. Hence the moisture content must be low. We find bars of 14-20% moisture remain edible in texture at 0°F. and do not become unduly soft at 130°F.

It is advisable to pasteurize the bars after wrapping

to reduce the hazard of insect infestation.

We have found the following formulas promising:

Formula 1: Fig paste—3 pounds
Pitted prunes—3 pounds

(finely ground to eliminate all sizeable pieces of broken pits)

Dried apricots—3 pounds finely ground

Honey or heavy invert syrup—1 pound Average moisture content must be below 20%. Grind. Mix. Regrind. Extrude in a sausage machine fitted with rectangular opening. Cut to desired size (2 oz. for Army). Wrap in moisture proof cellophane. Wrap again in heavy cellophane. Heat in air until centers of bars are at 140°F. Cool in air. Pack (in insect proof containers such as 5 gallon cans for Army use). See that moisture content is below 20%. (Army specification)

Formula II: Fig paste—3 pounds
Dried apricots—6 pounds—ground
Honey or invert syrup—1 pound

Proceed as in I.

Formula III: Fig paste—3 pounds
Dried apricots—3 pounds—ground
Raisins—2 pounds—ground
(preferably Muscat seeded)

Proceed as in I.

Formula IV: Apricots (dried)—3 pounds Raisins—3 pounds

Grind. Mix. Proceed as in I. Dates of high invert sugar content can replace raisins.

Formula V: Pitted dates of high invert sugar content. Grind. Proceed as in I.

Formula VI: Pitted, ground dates of high invert sugar content—3 pounds
Dried apricots—3 pounds—ground

Mix and proceed as in I.

Notes:

Dates of high invert sugar content can be substituted for raisins in Formulas IV and III.

Various other combinations can be made if one keeps in mind the necessity of invert sugar in some form to prevent hardening or drying out in the field.

Insects dearly love dried fruits. Therefore in storing these bars, store them in tight rooms and fumigate with methyl bromide once a month; or pack bars in insect proof metal containers such as 5 gallon sheet metal cans or black iron clamp top metal drums or similar metal buckets.

For civilian use or for immediate Army use, chopped nuts about 20-25% by weight may be added to the mix.

If it is found difficult to mix the ground fruits, heat them in a double jacketed candy or preserving kettle to soften them.

Pitted prunes unavoidably carry an occasional small piece of pit. Therefore, grind them very finely so that no large pieces remain to injure some doughboy's teeth. Prunes are very healthful and should be included if possible.

Apricots furnish tartness, color and high vitamin

values.

Army specifications on fruit bars may be obtained from the Chicago Quartermaster Depot, 1819 West Pershing Road, Chicago, Illinois.

New Pricing Formula Announced by OPA

Newspapers on September 3 carried an item to the effect that the OPA on that day gave candy manufacturers a new pricing formula designed to meet increased costs since the March level. OPA said it would later issue an order covering wholesalers and retailers. Under the new manufacturers' formula, the price ceiling will be based on costs of ingredients, packing materials, and direct labor, computed at March 1942 replacement costs, plus the "average dollars and cents" margin obtained by the manufacturer between April 1, 1941, and March 31, 1942, on the same or similar candies.

Senator Walsh and The Candy Industry

Recently George W. Sweetnam, treasurer of George H. Sweetnam, Inc., Cambridge, Mass., sent to Senator David I. Walsh in Washington, D. C., a tear sheet of the editorial "Sugar and Chocolate" which appeared in our July issue. The following is Senator Walsh's reply, which we have obtained special permission to print:

Washington D. C. August 10, 1942

"My dear Mr. Sweetnam:

"Yours of the 5th at hand, and I appreciate your sending me a copy of the editorial recently published in 'Manufacturing Confectioner.' During my public career I have been deeply interested in the candy industry, partly because, as you state, it had its beginning in Massachusetts. I assure you that I intend to continue to do everything possible to help protect its investors and its employees. Appreciating your letting me have your views, I remain

Sincerely yours
(Signed) David I. Walsh

Another New Whipping Agent! Milk-Protein Product Introduced

by B. A. PATTERSON

Ilk and its various processed products have held a high place in candy production almost from the very beginning of the candy industry. It is only natural, then, that a new milk product whose prime function in candy is considerably different from those milk-and milk-products-functions known to most candy men, will be of considerable interest both for itself and for what it will do in and for candy.

The effect of the war upon available supplies of domestic egg albumen and the imported product has greatly stimulated research into other materials which might be used by food processors to replace egg whites. The protein components of milk have seemed to be particularly well suited for experimentation along this line, and a few years ago a patent was issued on a process for deriving a milk protein product which, when improved and rendered to a powder, looks very much like powdered egg whites and produces much the same results as egg albumen in certain types of candies which heretofore have required egg albumen.

This milk protein derivative is now being used with considerable success by confectioners in nougat work, mazetta creams, marshmallows, and other candies in which aeration, lightness and shortness are prime requisites. Almost completely free from bacteria, the new product has none of the objectionable features of egg whites or other materials proposed to replace egg whites, and furthermore, it lends itself to storage in a dry place without deterioration in taste, color or ability to perform a job in the candy in which it is used. It will also hold its color very well under processing and in some cases, has even improved the color of the finished product in which it was used.

The calcium content of the milk is no doubt the important factor contributing to this "color-fastness," if a household term may be applied to a commercial product. As with many other milk products, the soil conditions in the feed area of the herds from which milk to make this product is taken has a considerable bearing upon the color characteristics of the milk product itself and the candy products in which it is used. In the case of this product, milk for it is taken from herds in an area in northwestern Wisconsin which is rich in lime deposits.

The nutritional value of skim milk is well known. Milk normally is composed of the following elements: water, 86.9%; protein, 3.2%; lactose, 5.1%, and salts (ash

B. A. Patterson, has spent most of his life in aggressive sales promotion usually on a national scale. After serving 10 years as sales manager of a wholesale electrical business in Evanston, Illinois, he went into business for



himself in Industrial management, opening offices on LaSalle Street, Chicago, under the name of Industrial Research Company. In this work he gained valuable experience reorganizing food concerns which prospered under his guidance. In 1935, he created the National Fruity Freeze Co., a food-product firm specializing in the sales of stabilizer for fresh fruit products for ice cream, confectionery, and bakery trades. In 1938, he originated the Albulac Com-

pany in collaboration with a E. H. Harris, wherein they utilize the "whipping power" of milk by developing the proteins and caseinates in milk. This is the product here discussed.

constituents and citric acid), 0.9%.* It is with the third group of components—the proteins—that we are concerned here, for it is from this group that the new product is derived. And it is the special characteristics of this portion of the milk which gives this new product the properties which make it valuable as a replacement for egg whites. The normal protein content of milk is made up of 2.5% casein, and 0.7% lacto-albumin and lacto-globulin.

In attempting to find a replacement for egg albumen in candy, we must find a product which will be comparable to egg whites in performance of the functions of aeration, coagulation, and absence of "weep" after completion of the first two functions. The nutritional

^{*} H. H. Sommers, Theory and Practice of Ice Cream Making, p. 27.

value, too, is of consequence in these times when the public has been made so nutrition-conscious as a re-

sult of our nation's preparation for war.

In standard tests, the new milk product compares very favorably with various types of egg products and other products used to replace egg. The following results have been obtained, using the standard procedure for "weep" tests (See "M. C." April '42, p. 13):

Whipping time Time of first drop	6 min.
Time of first drop	60 min.
Weep in 1 Hr	
Weep in 2 Hr	
pH	5.6

One part of milk protein derivative in 10 parts of water will produce a $7\frac{1}{2}$ " whip in 6 min. on Hobart

beater at high speed.

The nutritional value of the new milk protein derivative is estimated to be equal, if not superior to, egg albumen. Experiments with the milk protein derivative have shown an inherent coagulation ability of about 30% of that obtained from egg albumen. Experiments have also shown signs of improvement in results for soybean derivative when this is used in equal parts with milk protein derivative, as a complete replacement for egg whites in certain types of candies.

While this product in its present state is proving satisfactory in candy production and is finding special favor with bakers in the production of meringue powders, research work is continuing in an effort to bring out further characteristics which promise to make the product even more adaptable as a ready supplement for egg whites. Results already obtained seem to indicate that the promise of improvement will be realized, even though good results with it are already being reported by candy manufacturers. The fact that there is a well-nigh unlimited supply of raw ingredients for conversion into this product and that the processing and production for its use in candy present no unusual problems has spurred the search for further basic improvements.

The burden of development work accomplished so far on this new product has been in the hands of B. A. Patterson and E. H. Harris of Chicago, with A. B. Cassidy of New York rendering valuable assistance in working out the technique for use in candy formulas. Actual production of the milk protein derivative is accomplished in a large dairy in eastern Minnesota.

In using milk protein derivative, it has been found that it is impervious to hot or cold mixtures. Best results, however, are obtained by dissolving it in simple syrup, whipping it in a cold state, and at later stages of the procedure, to add hot syrups (the cooked batch) on the beater. The material can be used in connection with gelatin. Considerable success has been obtained by using it on a 50-50 basis with egg albumen, and in some cases, with other egg albumen replacement products. Experience has shown that it goes into solution more quickly than powdered egg whites. It will dissolve in less than $3\frac{1}{2}$ minutes. At the going rate for eggs and egg products, the milk protein derivative can be obtained in quantity at about 1/3 the price of egg whites. The price is little affected by milk prices generally.

In addition to the general characteristics noted, the new product is particularly noteworthy for its freedom from off-taste, off-color, and the retention of these characteristics in the batch. These factors are of special interest to the candy manufacturer looking for a replacement for egg whites. Mention has been made of its ability to improve the color in the batch when used in combination with other whipping agents. Like egg whites, it is a product of animal origin and for that reason its inherent coagulation properties will be better than those of most vegetable replacements for egg albumen. It brings to the candy industry another of the by-products of milk, and is backed by all the weight of character and nutritive value usually attributed to milk. The importance of this in listing the ingredients of candies on bar wraps and boxes will be apparent to the progressive candy merchandising manager.

Sugar "Ack-Ack" Harasses Initial Dextrose Flight

New York, N. Y. August 28, 1942.

The Editor
THE MANUFACTURING CONFECTIONER
Chicago, Ill.

Dear Sir,

Owing to the appearance on the cover of your August issue of the somewhat undignified picture of a high official in the U. S. Army presenting a box of Dextrose Candies to a pretty Air Hostess, thereby endorsing, like any sub-deb, a product that must be hard-pressed to stand in need of such form of advertisement, one was naturally driven, out of sheer curiosity, to consult the blurb on page 10 of the same issue of the "M. C." in order to find out upon whom or what, and why, this exceptional honour was bestowed. After careful perusal of said blurb, I came to the conclusion that it was an expression of gratification that at long last the supreme accolade had been conferred upon the humble Dextrose because of its proven superiority in the field—inferentially over other forms of sweet carbohydrates.

Now the facts about the relative merits of the different carbohydrates, sweet and otherwise, are quite well known, and, in the cases of the specific Sugar (Sucrose) and Dextrose, are still, as they have been since the first appearance of the sweet crystallisable carbohydrates in

commerce, as follows:

1. Weight for weight, Sugar is superior to Dextrose, in the field and out, in—

- (a) Calorific Value (Sugar=1794: Anhydrous Dextrose=1704: Hydrated Dextrose, the most usual form of Dextrose in commerce,=1549—or 90 calories per pound more for Sugar than Anhydrous Dextrose, and 245 more calories per pound than for the common "Dextrose" of commerce.)
- (b) Relative Sweetness (Sugar = 100 : Dextrose = 50-66, by general concensus of opinion.)
 Therefore it could not have been for either of these two reasons that Dextrose was preferred over Sugar by the

Army Quartermaster for the tablets in the K-ration.

2. Sugar is as good as Dextrose in—

(a) Rate of digestion and actual assimilation by the human body, whether absorbed directly or indirectly, and gives a higher Energy Value.

(b) Moistening the mouths of soldiers (by any known standard of measurement, though I, personally,

would never have brought up this absurdity.

Therefore it could not be for either of these reasons that claims for superiority of Dextrose over Sugar, at any rate, could be made fairly, conscientiously or scienti-

(Turn to page 29, please)



EXCHANGE PECTIN GOODS



LOOKING FOR A MONEY-MAKER?

Wherever sold, Exchange Pectin Jelly Candy is first choice—pays off promptly in fast-growing repeat business. With Exchange perfected formulas and the proved economy of Exchange Citrus Pectin, you can't miss making profits.



Run a test batch yourself—see the brilliant clarity and always-tender texture of Exchange Pectin Candy. Learn how it cuts production time-sets and cools in a few hours-packs perfectly in bulk. Then try one-and see if you can keep from eating another. For proof of profit, use the coupon now.

CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPARTMENT

ONTARIO, CALIFORNIA

189 W. Madison St., Chicago

99 Hudson St., New York

California Fruit Growers Exchange Products Dept., Div. 209, Ontario, California Send us costs and specifications on Exchange Pectin Goods. Firm Name Street State City_

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THE INDUSTRY'S CANDY CLINIC HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candles, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candles, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Bar Goods

CODE 9A42

Milk Chocolate Bar— 1½ ozs.—5c

(Purchased in a railroad station, Chicago, Ill.)

Appearance of Bar; Good. Wrapper: Gold foil paper printed in

brown and white.
Size: Good.
Color: Good.
Texture: Good.
Taste: Good.

Remarks: The best 5c milk chocolate bar that the Clinic has examined this year.

CODE 9B42

Chocolate Covered Nut Bar —21/4 ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of bar: Good.

Wrapper: Glassine, printed in orange, blue and brown.

Size: Good.

Coating: Light: Fair. Center: Color: Good. Texture: Good.

Texture: Good.

Remarks: Bar is good eating but coating is not up to standard of this priced goods.

CODE 9C42

Coconut Bar-2 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of bar: Good.

Wrapper: Plain cellulose, gold printed seal inside.

Color: Good.

Texture: Tough,

Remarks: Bar is too dry and tough.
Suggest batch be cooked a trifle
lower to improve eating qualities.

CODE 9D42 Milk Chocolate Bar—

1 % ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of bar: Good.

Wrapper: Red, white and blue inside glassine wrapper.

Size: Good.

Texture: A trifle dry.

Taste: Good.

Remarks: A good eating 5c bar, One of the best of its kind that the Clinic has examined this year.

CODE 9E42

Chocolate Paste Mint Bar

% ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of bar: Good.

Wrapper: Glassine printed in gold and

blue. Size: Small.

Coating: Light: Fair. Center: Color: Good. Texture: Good.

Taste: Fair.

Remarks: Center has a strong oil taste. Coating is not up to standard used on this type of bar. Suggest a better peppermint flavor be used.

CODE 9F42

Honey Nut Bar-1% ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of bar: Good.

Wrapper: Glassine, printed in red, white and blue. Inside wrapper of wax paper.

wax paper.
Size: Good.
Color: Good.
Texture: Good.

Taste: See Remarks.

Remarks: Bar had a strong odd taste, not honey. Suggest flavor be checked up as it is not up to standard.

CODE 9G42

Chocolate Coated Caramel Peanut Bar—2 ozs.—5c

(Purchased at a cigar stand, San Francisco, Cal.)

Appearance of bar: Good.

Wrapper: Glassine printed in yellow, red and brown.

Size of bar: Good.

Coating: Milk Chocolate: Good.

Center: Carmel.
Color: Good.
Texture: Good.
Taste: Good.

Remarks: Bar is well made and good eating. The best bar of its kind that we have examined this year.

CODE 9H42

Milk Chocolate Paste Bar 1 oz.—5c

(Purchased at a cigar stand, San Francisco, Cal.)

Appearance of Bar: Good.

Wrapper: Glassine, printed in red and & blue.

Size: Good, for this type of bar. Coating: Good.

THE MANUFACTURING CONFECTIONER

Center: Center had a rancid taste.
Remarks: Suggest fat or oil be checked up that is used in center as it had a bad taste. Not up to the standard of this priced goods.

CODE 9142

Chocolate Paste and Malted Milk Pieces—% ozs.—5c

(Purchased at a cigar stand, San Francisco, Cal.

Appearance of Bar: Good. Wrapper: Printed glassine, silver, blue

Coating: Milk Chocolate: Good,

Center: Texture: Good. Flavor: Good.

Remarks: The best bar of its kind that the Clinic has examined this year. Well made and good eating.

CODE 9142

Brazil Nut Fudge Bar 2¾ ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good. Wrapper: Cellulose printed in red and

Size: Good. Color: Good. Texture: Fair. Taste: Fair.

Remarks: Very cheap tasting fudge. Suggest a better quality bar be made and smaller in size.

CODE 9K42

Nut Brittle Bar-1 oz.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Inside foil, outside printed amber color cellulose.

Size: Small:

Coating: Milk Chocolate: Good.

Center:: Pecan Brittle.

Color: Good Texture: Good. Taste: Good.

Remarks: A good eating bar, but small looking for a 5c seller.





CODE 9L42

Marshmallow & Peanut Bar —134 ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good,

Wrapper: Brown glassine, inside, cellulose outside printed in red, white and blue.

Size: Good.

Coating: Milk Chocolate: Good.

Center:

Color: Good.
Texture: Good.

Taste: Fair.

Remarks: Peanuts had a strong taste as if they were old. Suggest peanuts be salted to help keep them fresh tasting.

CODE 9M42

Peanut Sticks-13/4 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

AVORS® DREYER

For a really fine

Raspberry flavor try out

CONCENTRATED IMITATION

FOR HARD CANDY

\$8.00 Gal.

Use 11/2 oz. to 100 lb.

batch candy

Samples on Request

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose printed in blue and white.

Color: Good. Texture: Good.

Taste: Good.

Remarks: The best 5c peanut bar that the Clinic has examined this year. Peanuts were well roasted. In most bars of this kind we find the peanuts are only half roasted.

CODE 9N42

Chocolate Ices-13/4 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Glassine printed brown, white and blue.

Size: Good. 5 pieces in a wax paper.

Color: Fair. Texture: Good.

Taste: Fair.

Remarks: Chocolate printed on label is misleading as piece did not have a good chocolate color and hardly any chocolate could be tasted.

CODE 9042

Peanut Butter Bar-11/2 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Glassine printed in dark blue, red and white.

Size: Good.

Bar is a hard candy molasses peanut crisp rolled in toasted coconut. Coconut: Good.

Center:
Color: Good.
Texture: Too Soft.

Taste: See Remarks.

P.R. DREYER INC.

-Lecithin-

Patent 1,781,672 is now void and the use of Lechithin in Chocolate is without any Patent restrictions.

Our price and quality are right.

J. C. Ferguson Mfg. Works, Inc.

130-140 Ernest Street Providence, R. I., U. S: A:

Remarks: Bar had a rancid taste, Suggest peanut butter be checked up. Bar should be crisp, not soft. Bar is not up to standard.

CODE 9P42

Licorice Strings—2 ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good. 7 Pieces Licorice Twist in a printed cellulose wrapper.

Color: Good.
Texture: Good.
Flavor: Good.

Remarks: Twist has a very good licorice flavor.

CODE 9Q42

Chocolate Coated Coconut Bar -21/4 ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good. Two pieces in a chocolate board boat.

Wrapper: Glassine printed in red, white and blue.

Coating: Dark: Fair.

Center:
Color: Good.
Texture: Good.
Taste: Good.

Remarks: Coating used on this bar is not up to standard used on other 5c bars of its kind.

CODE 9R42

Almond Nougat Bar-11/2 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Glassine printed in red, white and green.

Size: Good.

Coating: Milk Chocolate: Good.

Center:

Color: Good.
Texture: Good.
Taste: Good.

Remarks: A good eating nougat bar. Suggest bar be made longer and not as high. This would give it "more size."

CODE 9S42

Chocolate Coated Caramel Fudge Bar—2¾ ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.) Appearance of Bar: Good.

Wrapper: Glassine printed in red, white and blue, inside wax wrapper.

Size: Good. Coating: Light: Fair.

Center:

Color: Good.
Texture: Good.
Taste: See Remarks.

Remarks: Bar had an off taste as if it was made from scrap. Suggest a smaller bar of better quality.

CODE 9T42

Fig Paste Bar-2 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Cellulose printed blue, white and silver.

Size: Good.

Coating: Milk Chocolate: Fair.

Center:

Color: Too dark. Texture: Good. Taste: See Remarks.

Remarks: Center had a burnt taste. Coating is not up to standard used on good 5c bars.

CODE 9U42

Licorice Drops-134 ozs.-3 for 12c

(Purchased in a chain drug store, Boston, Mass.)

Box: Folding, printed in green, orange and black. Cellulose wrapper.

Color: Good. Texture: Good. Taste: Good.

Remarks: The best 5c package of licorice drops that the Clinic has examined this year.

CODE 9V42

Chocolate Coated Peanut Bar —2 ozs.—5c

(Purchased in a drug store, Hyannis, Mass.)

Appearane of Bar: Good.

Wrapper: Paper foil printed in red and white.

Coating: Dark: Fair.

Center:
Color: Good.
Texture: Good.
Taste: Good.

Remarks: Coating is not up to the standard used on good 5c bars, Center is well made and good eating.

CODE 9W42

Milk Chocolate Pecan Bar —11/4 ozs.—5c

(Purchased in a drug store, Hyannis, Mass.)

Appearance of Bar: Good.

Wrapper: Dark brown, printed in cream color, inside glassine wrapper.

Size: Good.
Color: Good.
Texture: Good.
Taste: Good.

Remarks: The best 5c milk chocolate pecan bar that the Clinic has examined this year.

CODE 9X42

Milk Chocolate Coated Peanut Butter Bar—1½ ozs.—5c

(Purchased in a railroad depot, Boston, Mass.)

Appearance of Bar: Good.

Wrapper: Glassine printed dark brown, yellow and red.

Size: Good.

Coating: Milk Chocolate and Almond:

Good.

Center: Molasses Hard Candy and peanut butter.

Color: Good: Texture: Good. Taste: Good.

Remarks: The best 5c bar of its kind that the Clinic has examined this year. Quality of center and coating was of the best.

CODE 9Y42

Milk Chocolate Almond Bar —1 1/8 ozs.—5c

(Purchased at a cigar stand, Boston, Mass.)

Appearance of Bar: Good.

Wrapper: Inside white parchment paper, outside band printed in red, white and blue.

Size: Good. Color: Good. Texture: Fair. Taste: Fair.

Remarks: Almonds were soft and tough. Suggest almonds be roasted in a good oil. Chocolate is good eating.

CODE 9Z42

Light Nougat & Peanut Bar —2¾ ozs.—5c

(Purchased in a cigar stand, Boston, Mass.)

Appearance of Bar: Good.

Wrapper: Inside parchment paper, outside glassine printed red, white and blue.

Size: Good. Coating: Dark: Fair.

Center:

Color: Good.
Texture: Good.
Taste: Good.

Remarks: Suggest a smaller bar and better quality coating, as coating is not up to the standard used on good 5c bars.

CONFECTIONERS' BRIEFS

Swersey Named Huyler Vice President

R. Emerson Swart, president of Huyler's New York, announced recently the appointment of John S. Swersey as vice president of the company. Mr. Swersey has been associated with Huyler's for over 15 years, and he has been in the con-fectionery business over 25 years. His earlier experience in the candy business includes association with Loft's Happiness Candy Co., and Liggetts. Mr. Swersey is active in the Sales Executives association.



J. S. Swersey

Thatcher Heads Pecheur Lozenge Co.

Robert M. Thatcher has been appointed vice president and general manager of the Pecheur Lozenge Co., Inc., Brooklyn, N. Y. He succeeds William McDonald who recently resigned. The firm is headed by Miss Irene Pecheur, daughter of the founder of the firm, Emile Juil Pecheur. Miss Pecheur has been president and treasurer since her father's death in 1933. Other officers include A. J. L. Heureux, secretary, and A. Cetta, assistant secretary. Mr. Thatcher is a newcomer to the candy business, but has had wide experience in industry and finance, having served as a bank executive for most of the 26 years of his business career.

O. L. Coe Joins Confections, Inc.

Oscar L. Coe, for many years an associate in the advertising firm of Coe, Guy and Walter, recently joined Confections, Inc., Chicago, as sales promotion manager in charge of all advertising and merchandising. Mr. Coe brings to his new position a wealth of experience in the promotion of confectionery products, which was his specialty in the advertising agency business. He will concentrate principally on the caramel corn product of Confections, Inc.

Confectioners Exhibit At Chicago Food Show

A number of candy firms exhibited at the 15th Annual Exposition of the National Food Distributors Association, held at the Hotel Sherman, Chicago, August 19 to 22. Most goods shown, however, were popcorn confections. Zion Industries had an extensive candy display. Pan Confection factory showed toppings for ice cream, cakes and Easter Goods, etc. Helen Harrison had a line of French dressing. Storry Confections had popcorn confection, as had Confections, Inc. and





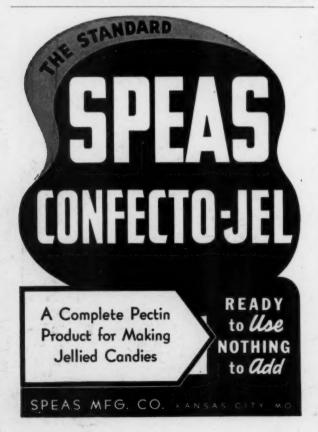


An EAR of CORN

Came to a Great Plant

—years of confection engineering experience has helped to produce the consistent, high quality of Penford Corn Syrup, Confectioners C Starch, and Douglas Moulding Starch. In the P & F plant, each ear of corn is converted by almost magic-like processes and under excellent sanitary conditions into syrups and starches of the utmost purity. P & F is proud of its plants and production methods and warmly welcomes visitors.

REP PENICK E FORD LINE



Overland Candy Corp. Nuts were displayed by Princess Pecans, Inc., Lik-Em Peanut Co. and Tas-T-Nut Company.

"Bail-Out Ration" Contains Confections

Newest emergency food combination for pilots and crews of Army planes is a featherweight package containing enough nourishment to satisfy a soldier's hunger for at least a day, the War Department announced recently. It is designed to be used by airmen whose planes have been disabled and who have been forced to make emergency "bail-outs." The complete ration weighs about 8 1/2 oz. and fits easily into the soldier's pocket. It contains a vitaminized chocolate bar, a box of malted milk-dextrose tablets, a carton of dextrose tablets, a stick of chewing gum, and a tube of bouillon powder. Already the new ration has received thorough tests by the Air Force task forces overseas.

William Wrigley Jr. Company, Chicago, recently purchased the building, formerly occupied by the Union Bag & Paper Co., which is located just south of the Wrigley company's property at 3535 South Ashland Ave., Chicago.

Vaughn, Texas Candy Man, Retires

F. B. Vaughan, head of the Vaughan Candy Co., Dallas, Texas, recently sold his business to G. H. Moessner, manager of the Acme Candy Co., Dallas, and has retired from active candy production after 45 years in the industry.

Milton C. Drews, Houston, Texas, president and general manager of the Congress Candy Co. of that city, died recently.

Tootsie Rolls Runs War Bond Posters

Sponsorship of 24-sheet War Bond billboard in New York City and throughout New Jersey's Hudson County has been adopted by Sweets Co. of America, Inc., as an additional measure to cooperate with the War program. The outdoor campaign will run for six months. Each month the posters will be the official design approved by the Treasury Department, with Tootsie Rolls' name appearing as sponsor. An illustration of one of the posters is shown.



Wage Board Appointed For Candy Industry

On August 17, Administrator L. M. Walling, of the Federal Wage and Hour division, filed Administrative Order No. 150, pertaining to the Candy and Related Products Manufacturing Industry. This order sets up an industry committee which shall proceed to investigate conditions in the industry and recommend to the Administrator minimum wage rates for all employees thereof. Following are the members of this committee: For the Public: Paul F. Brissenden, chairman, Columbia University, New York; Mrs. Glen E. Plumb, Chicago; Leland J. Gordon, Granville, O.; Robert P. Brooks, Athens, Ga.; and E. B. Alterderfer, Drexel Hill, Pa. For the Employees: Martin Kyne, New York; A. A. Myrup, Washington; William Schnitzler, Newark, N. J.; James Cross, Chicago, and Barney Henley, Charleston, S. C. For the Employers: Amedeo Obici, Planters Nut & Chocolate Co., Wilkes-Barre, Pa.; A. F. Dirksen, Chicago Candy Association, Chicago; Herman L. Heide, Henry Heide, Inc., New York; T. A. White, Sierra Candy Co., San Francisco; and E. R. Burbank, Rockwood and Co., Brooklyn.

Curtiss Buys Farms For Supplies, Recreation

Otto Schnering, president of the Curtiss Candy Co., Chicago, has announced the purchase by the company of a 328-acre farm northwest of Chicago, from the estate of Albert C. Levis. Included in the purchase was the champion Guernsey bull, "Challenger," and 15 head of registered Belgian horses. This is the second large farm to be purchased by the company, acquisition of the 270-acre farm of Martha Peterson having been an

nounced Aug. 15. These farms will supply fresh foods for use in the cafeterias the company maintains for its employees and will also provide recreational and vocational activities for employees. Three farms have been bought by the company to date.

Hershey Receives "E" Award From Navy

Robert P. Patterson, undersecretary of War, and James V. Forrestal, under secretary of the Navy, recently notified W. F. R. Murrie, president of the Hershey Chocolate Corporation that the organization had been selected to receive the new joint Army-Navy Production Award "E" pennant in recognition of outstanding performance on war work. The award is presented to Hershey for the emergency field ration created in its laboratories by Col. Paul T. Logan of the Army Quartermaster Corps and S. F. Hinkle, Hershey's chief chemist, and his associates. The pennant was awarded at special ceremonies held on the lawn of the firm on the afternoon of Aug. 27.

The corner storeroom of the University Club building, Grand and Washington boulevards, St. Louis, was recently leased by Herz Candy Co. and annexed to the company's branch store located just north at 603 Grand blvd.

Empire State Candy Club will be hosts to the National Confectionery Salesmen's Association in 1943. Niagara Falls will be the site of the convention.



The answer to your Cocoanut Problem!

CONFECTIONERS MAIZE FLAKES

Coarse — Medium — Fine

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MINER-HILLARD MILLING CO.,

WILKES BARRE, PA.

Founded 1795



NU KREME

The Grade "A" of All Nougat Kremes

The most outstanding development for use in making the following:

HAND-ROLLED CENTERS

SEA FOAM KISSES SHORT NOUGATS WHIPPED CREAMS SWISS HAND-ROLLS

NU-KREME is a light, white, highly tender and more mellow egg product, insuring unusual taste and improved character in finished candies.

SWISS HAND ROLL

(Formula)

This is a new type hand roll which has brought excellent volume to those manufacturers who have adopted it.

Place 13 lb. of **NU-KREME** into kettle, cold. Add 1 lb. melted Butter and mix with paddle until fully incorporated. Now add 7 lb., melted Milk Chocolate Coating, and 3 teaspoonsful Salt. Stir with paddle until coating is thoroughly mixed. Let batch stand over night. Hand roll, and dip the following morning in dark or milk coating.

Manufactured only by

BURKE PRODUCTS inc.

317 W. Hubbard St.

CHICAGO, ILLINOIS

SUPPLY TRADE NEWS

Bob McLellan Joins Food Materials Corp.

Percy T. Storr, vice president of Food Materials Corp., Chicago, recently announced the appointment of Robert D. McLellan as the company's representative in the Metropolitan New York territory. Mr. McLellen comes to Food Materials with a background of many years' experience in supplying the confectionery and food industries. For a number of years he was general manager of the Delft Gelatine Co. and more recently has been operating his own office as a supply representative. He is well known in the confectionery industry.

Williams Advanced By Monsanto

Victor E. Williams, assistant general manager of the Organic Chemicals division of Monsanto Chemical Co., with headquarters in New York, has been promoted to the position of director of sales of the division. At the same time, Frederick C. Renner, assistant general manager of sales of the same division was promoted to general manager of sales, with offices in St. Louis.

New Odorless Insecticide Guarantees Results

A new insecticide, new in the sense that it is now being introduced to the American market for the first time, generally, is said to be guaranteed unconditionally for results. It is the development of a European formula based upon an entirely new approach to the extermination problem. It combines the use of both a liquid and a powder which, if used according to specific instructions, should completely eliminate vermin in a period of from 10 days to two weeks. The powder is composed entirely of domestic chemicals which are, at present, non-essential to the War effort and therefore, free from priorities restrictions.

Candy Production Club Golf Tourney Well-Attended

Chicago Candy Production Club's annual golf tournament, held this year at the famous Tam 'O Shanter club, on August 27, brought out the biggest crowd that has attended and participated in the play in many a year. Attendance was well over 200, and some 175 golfers

(good and bad) traveled the traps and rough of the course made famous by George May's annual "Opens." One hundred six prizes were distributed on blind bogey scores. Lowest net was scored by Vern Waldorf of the Clinton Sales Co., Clinton, Iowa, who chalked up a 75. Players and guests were treated to a buffet luncheon at noon and a steak dinner with entertainment at night. The committee in charge of the tournament included: R. N. Rolleston, chairman; Bob Thurber, John Clark, Walter Krafft, Fred Streit, George Goebel, and George Olsen. The Production Club's first Fall meeting will be held at the St. Clair hotel on the evening of Sept. 14.

Extra Sugar for Post Exchange Sales

As we go to press, the WPB on Sept. 14, issued Amendment No. 11, to Rationing Order 3, under which extra-quota sugar may now be obtained for sales to certain government agencies including the Post Exchanges. Authority is given each Post Exchange officer to issue certificates to replace sugar in products delivered to his Post on or after July 15. If sales were made direct, candy manufacturers must certify the amount of sugar used in the products sold. If sales were made through jobber, the jobber must certify the amount of extraquota sugar contained in each brand on each delivery. He in turn may receive from the Post Exchange officer certificates which the jobber must then forward to the manufacturer. These certificates must be issued in the name of the manufacturer as the registering unit.

Committee Sets 40c As Minimum Wage

The Industry Committee for the Candy and Related Products Industry, after hearing a number of witnesses, on September 15 recommended that a minimum wage of 40c per hour be set. This recommendation must still be approved by the Administrator of the Fair Labor Standards Act after hearings.

Government Reports Fruit Crop Prospects

Outlook for the 1942 crop in the U. S., according to the Crop Reporting Board of the U. S. Dept. of Agriculture, based on June 1 conditions, is as follows: The peach crop will about 9% less than last year, with 67,418,000 bu., which is about 23% above the 10-year

We Are Proud-

of the enviable service records BURRELL Belts have set in the important role of Food Production for our Armed Forces.

Performance---

the keynote of these service

You, Too ---

will be proud of your Production Records when you use BURRELL Belts.

Follow these suggestions and order BURRELL's:

* CRACK-LESS GLAZED ENROBER BELTING

(Double Texture Black)

WHITE GLAZED **ENROBER BELTING**

(Double Texture White)

"BUY PERFORMANCE"

BELTING COMPANY

413 S. Hermitage Ave., Chicago, Ill.

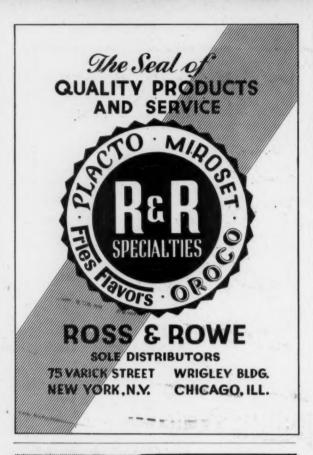


We invite your inquiry for carload lots of
Sweetened Condensed Milk—Whole or Skimmed.
Powdered Milk—Whole or Skimmed.
Shipments from Middle Western condensers
to Southern and Central States candy manufacturers.

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Industries, Inc. New York, N. Y.







OAKITE SERVICE FOR PLANTS CONVERTING TO WAR WORK

If conversion to war work . . . fabricating metal parts, dehydrating fruits and vegetables or producing pectin . . . is bringing your plant face to face with NEW or UNUSUAL cleaning problems, let us help you quickly, economically find the RIGHT ANSWER. For whether or not you are now using Oakite materials, the competent personnel service of our Nation-Wide Field Staff and assistance of our Technical Laboratories are FREELY available. Write today!

OAKITE PRODUCTS, INC., 36C Thames St., New York, N. Y. Representatives in All Principal Cities of the U.S. and Canada



average. Idaho prunes suffered from spring frosts and will be only 54% compared with last year's 77%. Prunes from western Washington and Oregon, used principally for drying, will be available in less volume. Indicated production of all varieties of cherries in the 12 commercial states is 183,590 tons—13% above last year and 30% above average. Production of sours will be 10% larger than 1941, sweets will be 16% larger. California apricot production will be about 220,000 tons, well above last year, but somewhat below the 10-year average. Washington apricots will be 7% more plentiful than last year.

Sugar Situation Now As Viewed by Beet Growers

The situation of the American sugar supply as of July 1942 is covered in a brochure published by the U. S. Beet Sugar Association recently. The booklet covers the general sugar situation and gives special attention to the significance of the sugar beet as "the most dependable source of sugar supply" for the American consumer. Copies of this booklet are available.

LABOR-

(Continued from page 15)

Effect of Expense for Uniforms & Towels on Earnings

Uniforms are the work clothing in three-fifths of the plants employing nine-tenths of the workers covered by this survey. As in 10 of the plants, with more than half the workers, the employees pay part or all of the cost of purchase or rental and the laundering of their uniforms, substantial inroads into employees' weekly earning are the result. Towels ordinarily are supplied by the company and when they are linen, as in 6 of the 18 plants reporting, the firms assume the responsibility of their laundering.

Relation of Labor Costs To Manufacturing Costs

Manufacturing costs only were investigated in this survey. The labor included encompasses all productive and maintenance workers as well as non-productive factory employees such as foremen, the factory superintendent, and the like, but not shipping labor nor factory clerical people. In the other manufacturing costs are included materials, equipment, repairs to equipment, packaging, shipping, other supplies, electricity, gas and steam, rent or upkeep of building, insurance, taxes and depreciation. Under the cost of materials are included drayage and freight costs on materials coming into the factory. Further, the opening and final inventories also have been considered in arriving at the cost of materials. In general, all costs that can be charged to production have been taken into account except selling costs, office expenses, administrative and management costs, and freight and other shipping charges on goods leaving the factory.

The results show that in the 17 plants that reported applicable data, labor accounted for 11.7 percent of manufacturing costs. The proportion was highest in New York (13.5%), but was lower than the average in Illinois, Pennsylvania and California. The range in the proportion of labor costs to total manufacturing costs in all 17 plants is from 6.8% to 17.2%. The processes of production are so highly mechanized in chocolate and cocoa manufacture that the labor costs are significantly less, proportionately, than those in the confectionery industry, where more hand labor is employed.



"ACK-ACK"-

(Continued from page 18)

fically, in these or the former two particulars.

3. The same type of candy, made by the same formula, whether Sugar or Dextrose be used entirely as the sweetening agent or the former diluted with the latter,

(a) Occupies the same space.

(b) Weighs the same.

Hence, candies made specifically with Dextrose, wholly or in part, were not selected by the T. and W. Air Inc. for either of these reasons. Of course, any of these candies would occupy less space than, let us say, cake weight for weight; but either candy would be equally effective

in this respect.

While it is true that Dextrose, in tablet-or any other form, constitutes only a very small fraction of the sweet carbohydrates that go into the Army rations, being largely confined to "Iron Rations" which are notorious for their lack of palatability however considerable their nutritive value, there is some diversity of opinion among the soldiers regarding the pleasure to be derived from eating even the Dextrose tablets which are, almost certainly, the nicest part of the K-ration. On the other hand, I have never heard complaints from anyone, soldier or civilian, about 'Life-Savers' or 'Beech-Nut' tablets—for the most excellent of reasons.

The fact that it does not invert in the presence of acids appears to be one point in favour of that sweetish carbohydrate known as "Dextrose": and another justification for its use at this stage of history is that the entirely wholesome Dextrose today serves as a partially effective substitute for Sugar to eke out the reduced supplies.

In view of these truths which are known to scientists and require no high-powered advertising to put over, it is possible that I shall not be considered by the fair-minded as moved by envy, hatred, malice, or other uncharitableness in once more calling attention to them, or as being treasonable or committing 'lèse majesté' (seeing the high military authorities who may be supporting the Dextrose programme) if I ask further—"Is Dextrose superior to Sugar for any reason or purpose whatever, nutritional or pleasurable, for consumption by civilians or for inclusion in the rations of soldiers, on land or sea or in the air?"

The answer, if any, must be in the negative, while the honest man will concede to the equal wholesomeness of Dextrose if admitting to its inferiority to Sugar in its sweetness and *Energy Value*.

Yours truly,

(Signed) Robert Whymper

MUTTIN



LIGNIN VANILLIN. C. P.

A Finer Vanillin of Exquisite Aroma.

A NATURAL SOURCE Vanillin originated and manufactured in the United States.

Requests for samples on your firm's letterhead will be promptly answered.

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SODIUM CITRATE

Wrapping Machine VERSATILITY

is proving of great value to the Confectionery Trade

It has always been our aim to make our wrapping machines as versatile as possible. This policy is now proving of value to companies that are switching to different materials or to new forms of wrapping... Baker's Chocolate is a good example.

Wrapped on our Model C Machines, these bars were formerly enclosed in foil, with a printed paper band...now, an inner waxed paper wrapper (or other paper) is used instead of foil — and an over-all printed wrapper, glued on the long seam and ends, replaces the former band.

In changing from foil to waxed paper, no alteration was necessary in the feeding mechanism of the machine. The folding mechanism was merely adapted to the requirements of the outer wrapper and an Electric Eye device was added for the use of printed wrappers in roll form.

Manufacturers who have had to change the sizes of their bars have also found the quick adjustability of our machines an important aid.

Though war work now makes delivery of parts uncertain, our Engineering Department will help you adapt your machines to new needs.

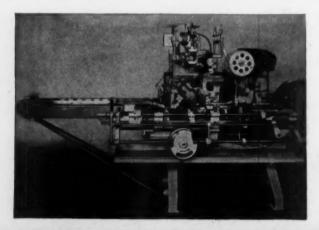
Write or phone our nearest office

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Mexico: Agencia Comercial Anahuac, Apartado 2303, Mexico, D.F.

Argentina: David H. Orton, Maipu 231, Buenos Aires
England: Baker Perkins, Ltd., Peterborough
Australia: Baker Perkins, Pty., Ltd., Melbourne



Type of machine used to wrap Baker's Chocolate.



LOS ANGELES

TORONTO

Over a Quarter Billion Packages per day are wrapped on our Machines

Paper Replaces Candy Tins --

Steven's paper ovals find acceptance

by GLADYS FITZGERALD

Advertising Manager Steven Candy Kitchens, Inc.

hen you have built up a good business on candy in tins selling at popular prices, you approach the subject of finding a substitute container with a great deal of trepidation, even though the exigencies of war force the transfer to another type of container. It was that way at Steven Candy Kitchens, Inc., Chicago, when tin containers for candy were restricted. Not only had Steven Candy Kitchens used many tin containers for their retail store chain, but they had also built up an enviable volume of wholesale business on assortments in tin. In fact, this latter phase of their operations was, like that of other firms catering to the same type of wholesale trade, dependent almost entirely on the tin assortments which they had popularized.

Under the rules imposed by WPB, containers of tin already in the manufacturer's stock or already finished and awaiting delivery on order could be used out by the manufacturer. Thus, the change-over did not, happily, have to be made quickly. Manufacturers with considerable stock of tin containers on hand were afforded an opportunity to look around and learn what other containers were available. In the case of Steven Candy Kitchens, this "looking around" amounted to trying to find another type of container in which the typical round Steven assortments could be retained, or at least kept in close resemblance to those assortments upon which such a good volume had been built, and which the public recognized as typical Steven packages.

The search for something else was pretty well confined, too, as a result of shortages and restrictions on packages of other materials, plastics for instance. Paper and wood offered the only alternatives, with paper holding a decided edge over wood. Thus it was that a manufacturer of paper set-up boxes was approached with the problem of making a paper package that would approach, if not actually duplicate, the quality, appearance and general utility of the former lithographed tin containers. This box manufacturer had been working strenuously to produce a satisfactory round paper box from the very time it became apparent there would be a shortage of metal for candy tins. The problem seems to have been not so much to produce a good round



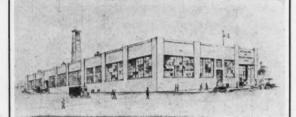
This is the oval paper box which Steven Candy Kitchens is using to replace its familiar "Mum Assortment," formerly in tin.

paperboard box—that phase of it had been pretty well solved—but to bring out a paper box that would compare favorably with tins in the finished decorative job, the lithography, and in protective characteristics—ability to withstand the rigors of shipping and to keep the candies in a fresh, palatable condition regardless of conditions to which they might be subjected in shipping, handling, and storing.

As is well known, the Steven tins have used floral designs for their principal decorative theme. The trade all over the country was well acquainted with the Steven "mum" assortments, and other assortments using the flower theme. Over the years, the metal container producers had done an excellent job in lithographic reproduction of these designs on lacquered metal containers. In the reproduction of floral designs the results in five and six colors had been accomplished flawlessly, brilliantly.

This phase of the paper container problem gave the Steven's executives and their supply source considerable

Home of Sweetone Paper Products



Plant of George H. Sweetnam, Inc., Cambridge, Mass.

"Specialists in the packaging field"

We Manufacture to Order

The Plant of George H. Sweetnam, Inc., is fully equipped to handle every kind of processing of paper stocks for the manufacture of candy box findings, from embossing your own trade-marked candy mats to special die-cutting.

We Stock Candy Box Findings

We can supply (usually immediately from stock) the following:

Candy Mats
—(Flossine, Padsit, Decopad)

Dipping Papers
Shredded Papers
Globular Parchments

Waxed Papers Embossed Papers Chocolate Dividers
Boats and Trays

Boats and Trays
—(Plain or Printed)

Layer Boards

Die-Cut Liners Protection Papers

Partitions

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George H. Sweetnam, Inc.

282-286 Portland Street Cambridge, Mass.

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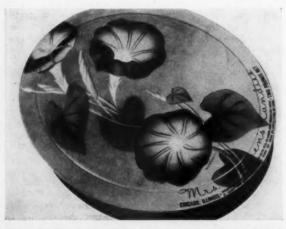
concern. True, excellent lithography was produced on paper long before it was applied to metal, but it is a fact that heretofore, at least, the lithography on paper containers left much to be desired, unless a highly coated, more expensive hard paper stock was utilized. In the main, the softer stocks used for lower-grade boxes have usually given a dull effect even after "varnishing."

It took the box source about three months to come up with a lithographed paper container which would stand every test. But the finished job being used in four designs at present by Steven's for both wholesale and retail trade so closely resembles original art work that some customers are said to be taking off the box tops and framing them. The results stem from a combination of excellent lithography and a special secret stippling process which reduces the bland artificially of the plain lithographic reproduction, particularly on floral designs. These box tops are spirit-varnished before the stippling process, and this produces a cover for the contents that is both artistic and functionally protective (water-proof).

Choice of the oval shape used on the morning glory, chrysanthemum, and rose boxes was not merely chance selection. It is a fact that these oval shapes, though they carry no more contents by weight than do the round boxes, do actually appear to be larger. This is purely an optical illusion and by no manner of means to be confused as actual or studied deception. Steven Candy Kitchens are also using a round all-year paper box incorporating a needlepoint-like floral design which is finding ready acceptance by the public.

No special packing problems were involved in adapting the former round assortments to the oval shape of the new boxes. The new boxes have lent themselves equally well to packing of summer assortments and fall and winter assortments. Experience so far (the new packages have been going to the trade only since early in July) has shown that these paper containers ship well and also compare very well in every other respect with tins. The one advantage over tins is that accidental dents are not nearly so serious with paper boxes as with metal containers. Where the damage is only slight, the dent in paper may be smoothed out without being apparent.

Cost comparisons between round tin and round or oval paper containers show the surprising fact that the latter are slightly more expensive. Two reasons may



First of the Steven assortments to appear on the market packed in oval paper boxes, replacing tins. It is enjoying excellent volume.

BAG-IN-BOX

20 YEARS IN 20 WEEKS

E MUS

MUST YOUR PACKAGE BE

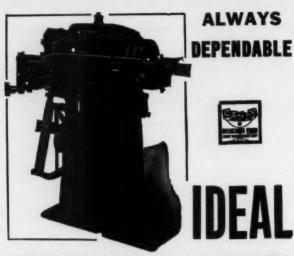
MOISTURE-PROOF
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GREASEPROOF
GAS-PROOF
ANTI-CORROSIVE
SIFT-PROOF
NON-TOXIC
FAST FROZEN
NON-BREAKABLE

A BAG-IN-BOX WILL DO IT THE "Bag-in-Box" is not new, but under the stress of war-time shortages, this packaging method has probably condensed twenty years of technical progress into as many weeks. Through intensive development of available materials, it is now possible to secure a Bag-in-Box that will meet almost any protective requirement.

These improved forms are much more than temporary substitutes. Most of them will remain long after the war is over, for they are not only attractive, practical and economical—but their protective qualities frequently exceed all previous standards.

Many Riegel Papers, new and old, have contributed to this rapid technical progress of the Bag-in-Box, and you will find your folding carton manufacturer familiar with their qualities. Call him in now and present your requirements, or write us direct if you wish. Riegel Paper Corporation, 342 Madison Ave., New York, N. Y.

RIEGEL PAPERS



WRAPPING

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

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MACHINES

most exacting requirements and carry our unqualified quarantee.

ifications and Prices

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EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

Steven Candy Kitchens Using

"OVALS" MUTUAL

When Steven's Candies sought replacement packages for their tins, MUTUAL "Ovals" came to the rescue. Today the entire Steven line formerly in tins is being packed in these outstanding lithographed boxes.

Let Us Work With YOU!

MUTUAL PAPER BOX CORP.

1502 W. Harrison St.

CHICAGO, ILLINOIS

be submitted for the difference at present: 1. More operations involved in production of the round or oval containers, and 2. Newness of this particular type of paper containers so that volume production economies are not yet being reaped.

Exclusive of the lithography of the label, there are 28 distinct operations involved in the production of this type of round and oval containers, according to Alex Fisher of Mutual Paper Box Corporation, producer of the Steven boxes. Included are the application of the label to the box top, the "doming" operation, the stippling and varnishing, the staining of the extension edges, the application of the box top to the side-wall, the covering of the side-wall with matching paper, the cutting operations, etc. etc.

Round boxes of paper as such are no new thing in the candy trade. Most set-up box manufacturers offer them in one form or another. But the Steven boxes incorporated several features which have never before been applied successfully to boxes where a highly compelling decorative effect was as important as the more utilitarian requirements. Thus, a great deal of experi-menting was necessary before satisfactory results were obtained. It is almost ceretain that the box manufacturer will be able to effect economies which will be reflected in the cost per box, as his own production experience shows up the short-cuts and his factory personnel acquires facility at handling these oval boxes.

It should not be inferred from the foregoing statement that the Steven oval and round boxes are in any way still in the experimental stage. On the contrary, they are being produced in volume, and while Steven Candy Kitchens have obtained copyright protection on their floral designs for both the oval and round boxes, and have chosen to concentrate upon the oval shapes, the production of a wide variety of round paper boxes with good stock or special designs is an accomplished fact which is more and more interesting to candy manufacturers as their stocks of tins are exhausted.

Steven Candy Kitchens have also gone to a folding carton of paper for their one-pound blocks of fudge. Decorated in the characteristic design used by the company for all its square and oblong boxes, this fudge container gives much the same impression as a pound of butter in a carton. The difference, however, is in the handling of the candy itself, inside the carton. When tins were formerly used for this fudge block, the candy was wrapped in wax paper and dropped into the tin. With the paper folding carton this procedure has had to be altered. The candy is now dropped into a deep paper tray which has been lined with a special wax paper. The tray is then shoved into the folding wrapper and the end flaps folded and tucked in.

WERTHY" RIBBON SPECIALISTS Large Range of Ribbons For Candy Packages Gauze Ribbons—Satin and Novelty Effects—Ribbonzene and Tinsels

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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



MACHINERY FOR SALE

2 IDEAL FACTORY Model Caramel Cutting and wrapping machines now in use at our plant for 3/4"-11/2" size piece. Will sell at reasonable price Address I-9422, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

MACHINERY FOR SALE: Two
150 lb. Racine Chocolate Melting
Kettles. Motors attached. Star De-Luxe Automatic Gas Nut Cooker.
Both excellent condition. Barbara
Fritchie Chocolate Shoppe, Box 644,
Frederick. Md.

FOR SALE: Confectioner's paste plant. Five 45-gallon steam jacketed copper kettles, almond and peanut blanchers, peanut roaster, Mills grinder, Lehmann 3-roller crusher, 3 new Westinghouse motors, 3, 5 and 10 H.P. One 10 H.P. Ofeldt steam boiler, pulleys, accessories. J. Westermann, 71 Barrow, New York City.

FOR SALE: 1 Lot Penny, 5 & 10c Flat Solid Chocolate, also 2 face Solid Chocolate, all year around, Easter and Christmas Moulds, 1 Lot of Push Cards. For full information and bargain low prices, write Love Manufacturing Company, 131 Henley Road, Overbrook Hills in Merion, West Park Station, Philadelphia, Pennsylvania.

MACHINERY FOR SALE: Racine beater and cooler. Good condition and a real bargain. Consists of a beater with frame which holds cooler above it. Willing to sell at a very reasonable price. Address Box D-4426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

TWO Package Machinery Model KH long salt water taffy cutting and wrapping machine; two Mills batch spinners, and Hildreth factory size pulling machine. Very good condition. Address E-5424 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

MACHINERY FOR SALE

COPPER STEAM JACKETED KETTLES, 25 gallon capacity to 250 gallon sizes, with and without agitators, ready for immediate shipment, excellent condition. Address E-5425, c/o The Manufacturing Confectioner, 400 W. Madison

Street, Chicago, Illinois.

FOR SALE: STICK CANDY SIZER AND TWISTER—four sets of sizers, two of them for a three-corner twist and two for the round stick candy 1/4 and 3/8 inch in diameter, has eight sets of gears. It is equipped with a Crocker Wheel Motor 1.75 ampheres, 220 volt, 720 revolutions. Equipment purchased new 1933, but used very little. Our price \$700.00 f.o.b. St. Joseph. Racine BALL CREAM BEATER-60 inches in diameter, 3 feet high, has scraper and two plows, in good workable conditon, belt driven. Our price \$175.00 f.o.b. St. Joseph. Sax Mayer TYING MACHINE— \$60.00 f.o.b. here. STAPLING MACHINE-Stimpson, Model 489, Serial No. 4892613, 48 inches high overall, operates with foot pedals. \$25.00 cash f.o.b. St. Joseph. Chase Candy Co., St. Joseph. Mo.

Candy Factory in Southern California for sale, established eighteen years, doing good business in penny and five cent numbers, well equipped for hard candy, marshmallow and chews. Employ sixteen people. Owner expects to be called by draft board. Address E-5427, c/o The Manufacturing Confectioner.

FOR SALE. Caramel Cutters, Thos. Mills & White 4-20", 2-15"; Ball Beater—5 ft.; Huhn Starch Dryer; Cut Roll Machine; Chocolate Kettles—National Equipment and Racine—2-500 lb. 5-300 lb. 2-150 lb.; Carrier Air Conditioning Unit—15 ton practically new; Revolving Pans 36" diameter; D. C. 120 V. Motors ¼ to 13 H.P. Address Box C-3424 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE

RETIRING from business. The machinery listed is all in good order and will be sold at a sacrifice. 1 Springfield Continuous Cooker, 1 Simplex Vacuum Cooker, 1 Hildreth Puller 200 lb., 3 Model M Die-pop Machines, 1 Package Lollypop Wrapper, 1 Werner Ball Machine, 3 Package Ball Wrappers, 1 Brach Machine & Conveyor, 1 Drop Machine 6 sets Rollers, 8 3 ft. by 8 ft. Steel Slabs, also kettles, batch warmers, scales, etc. Address C-3423 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III.

MACHINERY WANTED

WANTED: Two 22-B Wrapping Machines. Write or wire immediately. Address I-9421, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED: Package Machinery Model FA Wrapping Machine or other make to wrap 1 lb. Cherry boxes in plain or moisture proof cellophane. Describe fully and quote price. Address G-7424, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED: Package Machinery Wrapping Machine for Ball Pops and Suckers, L. P. Type. Advise Serial Number, condition and price desired. Close and Company, 2021 W. Fulton St., Chicago, Ill.

WANTED: L. P. 2 Sucker Machine and 22-B Hard Candy Wrapping Machine. Address F-6425, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

WANTED: Model LP-2 Sucker Wrapping Machine. Give full details, best price and delivery. Address F-6421, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



MACHINERY WANTED

WANTED National Equipment or Greer 32" chocolate coater with cooling tunner and packing table. Three 2,000 lb. capacity chocolate melters and several 1,000 lb. Also 5,000 or 10,000 lb. capacity chocolate tanks. Advise condition, location, and when delivery can be made. Address E-5426, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED—Filler, Tumbler and Choc. Molds for Hollow Goods. Give best price, description and location. Write Box D-4423, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

ONE CARAMEL wrapping machine wanted, 3/4 x 3/4 x 1/2. Could use other caramel making equipment if price is reasonable and in good condition. Also could use one wrapping machine for 5/8" diameter candy roll. Give full description, condition, price for cash. St. Clair Co., 160 E. Illinois, Chicago, Ill.

MACHINERY WANTED: Syrup pump wanted and high pressure copper cooking kettles, 60 gallons and up. Address C-3427 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED

CANDY FOREMAN WANTED:
Large manufacturer wants aggressive directing head for Cooking Department who can manage help and get out large production. Prefer man who is experienced in open fire cooking, like Peanut Brittle, and who has years of actual experience in this work. Must be thoroughly experienced and have necessary push, otherwise don't answer. Give age, draft status. experience, past connections, length with each, etc. Address I-9423, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

CANDY MAKER WANTED: Competent, experienced all round candy maker familiar with cream, fudge and hard candies, reasonable hours. Good pay. J. C. Claeys Candy Co., South Bend, Indiana.

HELP WANTED

ASSISTANT CANDY MAKER wanted experienced on home-made types; good opportunity with progressive company in California. Write full details to I-9424, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

CANDY: A medium sized fancy packaged candy factory in the midwest needs a working superintendent. We want a man who worked up from the kettle and is ambitious-about 35 to 40 years old. The man we are looking for likely hasn't received a salary commensurate with his ability due to his being in a large organization, probably, as an assistant-in an organization where advancement is slow (like a bank) and where his own abilities are outshown by those over him. We can offer a salary which will be adequate and an opportunity limited only by the man's ability. Write giving full experience and references. Adress I-9425, c/o The MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

HARD CANDY MAKER AND SPINNER—about 35 to 40 years old—preferably a man who has also had general experience. Open fire cooking. Salary will be adequate. Midwest location. Write giving full experience and references. Address I-9426, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

CHOCOLATE Enrober Machine operator—with mechanical ability wanted by nationally known candy manufacturer, Prefer man with experience in Baker Perkins and Greer Machines. Address H-8421, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HARD CANDY MAKER, American, who would appreciate a good job in California. References exchanged. Address G-7421, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

WANTED: Experienced Hard Candy Spinners. Address G-7422, c/o The MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

HELP WANTED

CANDY FACTORY SUPERIN-TENDENT: Medium sized, well equipped and financed factory needs man who can show others how to make candy and keep machines running. Fine opportunity for man looking for permanent position. No age limit. Give full details when answering. Your reply will be held confidential. Address I-9428, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

EXPERIENCED candy maker wanted for working foreman on high class home made candy lines. Steady work. Good salary. Must give full details of previous experience and salary. Write H-8426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

EXPERIENCED Enrober man wanted by retail chain. Steady work and excellent salary. Give all details in your letter. Write H-8427, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED—Man to take over small plant located in West Virginia. Owner drafted Address F-64210, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

POSITIONS WANTED

SUPERINTENDENT: Efficient, capable of getting maximum output with economical operation, over twenty years experience with factories, manufacturing general line. Married, excellent references. Past draft age. Address H-8423, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

JOB WANTED by practical candy maker with 30 years of practical experience in making and supervising. Such as hard candy, cream, gum, marshmallow, coconut work, pan work, and solid chocolate. Understand all modern equipment, costs and can handle help to a good advantage. 45 years of age. Address H-8424, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



POSITIONS WANTED

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FIRST CLASS, all-around retail candy maker. Full assortment of chocolates, bon bons, wafers, caramels, fudges, brittles, counter goods, specials, etc. A full general line for better retail trade. American, strictly sober, family man. Age 49, above military age limit, alert, progressive, good health. Neat and clean workman. Want steady connection in live retail shop. Available about Sept. 10th. Please write now for details. Address G-7423, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

FOREMAN or assistant superintendent with 10 years experience in U. S. and abroad. Thorough knowledge of production methods and machinery, able to handle help efficiently. Own formulas and able to bring new items in chocolates, hard candies, caramels, also hollow moulding and filled specialties. Worked for wholesale and retail houses, have A-1 references. Am married and have Selective Service classification 3-A. Address F-6428, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

CONFECTIONERS—Here is a man. thoroughly competent, in the operation of all types of Panned Goods. One that can produce on a large scale. Either for chain store distribution or for the Jobbing trade. Fully experienced and capable to manufacture all of your Flavors. Has had a real training in this line of work and with the use of scrap from all of your plant. Can assist you with his long experience, in problems from all of your departments. Would be available October 1st. Interested in negotiating a connection with an organization that requires real output and quality goods. Address I-9429, THE MANUFACTUR-ING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATION

WE NEED 3 OUTSTANDING SALESMEN. We operate plants in the East and West, manufacturing a non-critical, priority-proof line of packaging specialties such as printed cellophane wraps and sheets, cellophane, glassine, coffee, window and heat-seal bags, in a full range of shapes and sizes. Altho the Food Industry (bakers, candy manufacturers, coffee roasters, macaroni manufacturers, potato chip and pretzel manufacturers, super markets, chain grocers, wholesale grocers, etc.) is the principal user of our goods, the textile and industrial groups also account for a large volume. If you are now calling on all or some of the above trades and can handle another side-line, we are prepared to make you a proposition that will not only be immediately profitable to you but also afford you an opportunity to improve your future position in and with our company. Please give us a complete resume of your business background when writing. Address I-9427, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

BROKER covering California, Oregon and Washington desires 1c and 5c candy numbers also good bulk specialties commission basis. Large personal following with the trade. Long experience contacting wholesale candy syndicate and department stores regularly. Address H-8422. C/O THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: Representatives for new line of round paper boxes replacing tins. Made-to-order and stock lines. Liberal commission. Write immediately. Address F-6422, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

SALES REPRESENTATION:
Brokers to handle 1c and 5c items.
Commission basis. Give references,
list of manufacturers you represent and
territory you cover. Address Box D4425 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

SALE REPRESENTATION

EXPERIENCED Candy broker covering Virginia, North and South Carolina desires Penny and 5c number novelties, contacting the wholesale candy syndicate and department store trade regularly. Address C-3421, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

SALESMAN covering Pennsylvania excluding Philadelphia will consider taking on a short line or several good specialties on straight commission basis. Seventeen years experience and large personal following with the trade. Address K11415 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

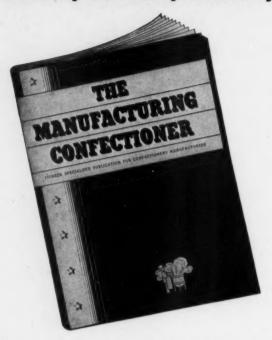
BROKER WITH associate, covering metropolitan district of New York calling on the confectionery jobbers, food distributors, chains, department stores and exporters, is seeking a general line of confectioner or specialties. Reliable service Guaranteed. Address H8419 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

MISCELLANEOUS

MISCELLANEOUS: For Sale—Caught in Draft. Complete Home Made Candy Mfg. Plant equipped with refrigerated dipping and storage room, Ball cream beater and all necessary accessories. Established diversified wholesale business, with A-1 accounts. Low overhead and well stocked. A real money maker for one who likes to work with quality mdse. Buyer must have \$2,500 in cash. Must sell quick. Located in Columbus, Ohio. Address E-5421, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

CANDY FACTORY for sale or lease.
Complete set-up for Hand-dipped and machine-dipped chocolates, also bars and packaged goods. Equipped to turn out from 5000, to 20,000 lbs. per day. Located in Chicago. Address C-3426, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

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Candy men actually on the production line know that THE MANUFACTURING CONFECTIONER is their most authoritative source on what's what and why in candy production and processing methods and procedure. They endorse it wholeheartedly.

Y OU, too, should join the ranks of the progressive manufacturers who read the Industry's only publication dealing exclusively with the manufacturing branch of the Candy Business.

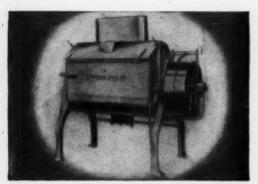
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OVAL TYPE MARSHMALLOW BEATER. 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling. 150 and 200 pound sizes. Belt or motor drive.



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Our 87 years of experience with every conceivable type and design of machinery and equipment used in the confectionery industry gives us top rank in ability to help you maintain your plant in first-class operating efficiency. In our lifetime we have acquired a great stockpile of parts for replacement that will serve your every need.

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Meanwhile, production of food and confectionery must go on, too. Under WPB Order L-83 and its various amendments, machinery sales are restricted. But we can give you a whale of a lot of help in keeping your present equipment in good repair and running order. There are also some new pieces that we are permitted to sell, under ratings that apply. Our large stock of replacement parts is at your service. Our maintenance department will give you quick, efficient service on repair work falling into the category of permitted services under L-83. Contact us today!

There is hardly a plant in the Industry which does not have some piece of SAVAGE machinery or equipment in it, giving faithful and efficient service, day for day, and year for year. Almost a century of service to manufacturing confectioners has made the name SAVAGE synonymous with candy machine quality.

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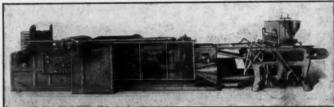


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BY BUYING MACHINERY THAT IS ALREADY BUILT YOU ARE CON-SERVING METALS, MATERIAL AND LABOR THAT ARE VITAL TO THE WAR EFFORT.



NATIONAL EQUIPMENT FULLY AUTOMATIC STEEL MOGUL

32" Greer Coater, motor driven, with automatic Feeder, Detailer, Cooling Tunnel and Packing Table

32" Universal Chocolate Coaters with attachments

Wolfe, 62" Peanut Coating Machine with feeder and long conveyor

National Equipment Chocolate Melters, 300, 500 and 1,000 lb. capacities, Belt and Motor Driven,

Ideal Factory Model Caramel Cutting and Wrapping Machine, Nougat Cutters, Mills

Nougat Cutters, Mills and Racine

Caramel Sizers, all sizes, Mills, White and one-way and also Reversible

Never Caramel or Fudge Cooling Stacker, motor driven, 2 tiers, with 25-3 ft. x 10 ft. cooling slabs

Caramel Kettles, single action and also tilting 25-40 gal. Springfield, Burkhard

50, 175, 250 and 750 gal. Cooking Kettles, with draw-off

250 gal. and 300 gal, single action Gum Mixing Kettles

Mills No. 20 Can type Beater for Icing and Marshmallow

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National Equipment and Werner 600 and 1,000 lb. cap. Syrup Cooler and Cream Beaters

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3 ft., 4 ft., 5 ft. and 7 ft. Ball Cream Beaters, belt and motor driven

Cream Breakers, 25 gal., 50 gal. cap. Springfield, Werner, Baum and Burkhard National Equipment Crystal Cooker and

Werner Crystal Cooker and Cooler



Simplex Model E Cream Fondant Vacuum Cooker, double tilting type, so that it can be used between two beaters.



Rostoplast Continuous Hard Candy Unit with 3 tier Cooling Conveyor and three dies

Lichtenberg Plastic Machine

Rost Senior Die Pop Sucker Machine for solid or filled Die Pop Suckers as well as plastic pieces

Racine Duplex type Sucker Machine, with 24 ft. conveyor and cooler

Racine Model M and Model H Die Pop Machines, motor driven

Brach Buttercup and Waffle Machine Mills After-Dinner Mint Machine

Mills high speed, Drop Machine, 6 in. x 8 in. Also 4 x 7 and 2½ x 6 inch

Igou Hard Candy Stick Machine
National Equipment Continuous Cookers, with pre-cooking kettles

Simplex Steam and Gas Vacuum Cookers Hildreth Pulling Machines

Werner Fully Automatic and Semi-Automatic Ball Machines, with sizers

Package Machinery Co. Model KH Long Salt Water Taffy Wrapper

Package Machinery Model "K" Kiss Machines

Package Machinery Sucker Wrapper Forgrove Hard Candy Wrapping Machine with twist ends

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